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If our friends who favor us with manu-scripts and illustrations for publication wish is have rejected articles returned they must in all case send atomps for that purpose. TRLEPHONE, BEEKMAN 2200.

What Sort of Peace?

Contrary to expectation, there was nothing in the Imperial Chancellor's to the Reichstag yesterday which disclosed the terms on which the Teutonic Powers are ready to consider peace with the Allies. The overture itself is a move in the direction of peace negotiations, but at this time of writing we have no light upon the nature of the proposals. These may or may not be set forth specifically in the communications which the United States and other neutral Governments are asked to convey to the Allies; but until there be exact information as to the contents of the proposal, indicating at least by inference the maximum of demand and the minimum of con-čession by Germany, the world can form no opinion of the probability ture by the nations now stiffening Central Powers. The various reports about the basis

willing to go into conference are all of what is evident to most citizens, indirect and comflicting. They can be considered only conjecturally.

for which the Allies are fighting. But performance of city business." they are fighting, not only for the neutral territory ruthlessly violated cal purposes. at the outset of the war but also for is humanly possible, to the innocent wictim of that frightful aggression; signed for an eccasion.

The withdrawal of the Teutonic war was started; exactly where she stood in the geographic sense, but in prestige immeasurably the loser.

The erection of Poland and Lithu- Mr. GARRETSON. ania into an independent kingdom or kingdoms would mean the transfer from Russian ownership to German tutelage of the vast salient territory conquered by German arms.

The retention by Austria-Hungary of Serbia would accomplish the purpose for which the war was provoked by Austria. With Serbia annexed, Bulgaria enlarged, Rumania whipped if not possessed, Italy deprived of the little territory she has captured. Turkey confirmed in her seat on the European side of the straits-then a the continent from the Baltic and the RICHARD CROKER: North Sea to the Ægean. Further, "What comes home to me strongest of sions of her empire.

by the German Government at the men gone?" moment of psychological opportunity offered by Von Mackensen's sweeping victories in Rumania?

Field Marshal von HINDENBURG was reported yesterday by Mr. von WIEGAND, the correspondent of the the forces of the allied nations at fifteen million men, dend, wounded and prisoners. Would such a Peace as is outlined above repay the unparalleled gacrifice?

We do not believe that London or Paris or Petrograd or Rome would for an instant regard the proposal of such terms as anything more than grants there must have been at least an attempt to gain a moral advantage in the eyes of the world and in historical position by proposing impossibilities and styling them hon-

Let us give Germany credit for longer foresight and better faith.

The Pasteur Treatment.

The l'asteur treatment for rables is flux not duite as large.

Paris, published last August, are so 1847 was ended. reassuring that a wide publicity may WEDNESDAY, DECEMBER 13, 1916. serve to diffuse confidence and 'save many lives. During the year 1915 654 persons were treated, with only one death. Six thousand persons have been subjected to the Pasteur inoculation during the past ten years, of whom only eleven died, whereas before the establishment of the institute in 1886 nearly 1,000 deaths from

rables had occurred. Some of the failures in obtaining similar favorable results in the institutions which operate under the designation of Posteur institutes all over the world are probably due to imperfect technique and disregard of the minute details so insistently urged by the famous discoverer. It behooves the public authorities to subject these institutions to licenses, after due investigation of the facilities maintained by them and of the scientific capacity of those who minister to the sick. Only by this method may the successes

of the parent institution in Paris be equalled elsewhere. The prevention of development of rables in persons exposed to the virus was the last achievement of PASTEUR. Its sensational nature has brought it more polgnantly to the attention of the public than those more slient though not less effective methods worked out by his scientific mind for the prevention of suppuration and other complications of wounds, which are to-day rendering most wonderful service to suffering humanity on the battlefields of Europe. Even these beneficent results, though impressive on account of their terrible significance, pale in import before the less obtrusive but enormous saving of human life and promoting of human health

method of destroying it. The world will not be permitted to forget its great benefactor, since the process by which this infection is made harmless bears his name.

which have been brought about by his

discovery of milk infection and his

The Mayor's Veto.

The Mayor, vetoing the action of the Board of Aldermen in cutting items! out of the budget, is pleasingly blunt. of the favorable reception of the over- His conclusion that the board's action was not the product of genuine contheir military operations against the viction, "but a blundering attempt of a partisan majority to make political capital out of the appearance of econon which Germany and her allies are omy," is the plainly worded statement

The reductions made by the Aldermen were, as Mr. MITCHEL says, "un-The "complete restoration" of Bel- important in amount and chiefly sigglum is a phrase that needs to be nificant in that they seemed designed defined. It is one of the main things to furnish obstraction to the efficient

New York needs economy, but no evacuation by German arms of the sham economy put forward for politi-

ompensation, so far as compensation A Grand Chief Conductor Must Know Everything.

Mr. AUSTIN BRUCE GARRETSON and, further, for the safeguarding of grand chief conductor of the Order of its neutrality and sovereignty against Railway Conductors, tells the mema repetition of the outrage, and this bers of the Economic Club that it by guarantees more efficient and com- would never be possible in this country pelling than mere scraps of paper to terminate a strike by the method ueed in France '+ 1910. There BRIAND mobilized the strikers as soldlers and frmies from the northern part of set them to work running the trains France would leave that heroic na- they had abandoned. They could not repeating. Could that be the reason quarrels.-January 22, 1864. tion exactly where she was when the quit again without facing court-mar- that Lowell waited thirteen years af-

If anything like this were attempted life and property and in national here the men would refuse to obey. even to the extent of revolution, says

As we have not universal military service a parallel would not be possible conceivable set of circumstances he might explain just what they would do in the contingency of Government ownership and operation of the roads: Would the men then surrender their right to strike or their jobs?

"The Irishmen That Used to Be."

An Irishman of English ancestry, great new Teutonic Power with its returning to his adopted New York, allied and dependent nationalities to luments the absence of the Irish the south stretches portentously across Americans of twenty years ago. Says

the dream of the uninterrupted line all is the disappearance of the sturdy from Berlin to Bagdad is realized. Irishmen that used to be the backbone cutting far inside of England's water of the Hall. There were 20,000 of them route by Suez to the Indian posses- in my day who voted solidly and enthusiastically, who fought and worked Can this be the scheme of settle- as one man, and a pretty lively man, let programme. ment proposed in the name of Peace me tell you! Where have those Irish-

Some of them, not possessing Mr. CROKER'S secret of eternal youth. have passed on. The limousines of others purr beside curbs in Manhatton or The Bronx. Long Island and World, as estimating the casualties the Boss himself, returned to the care inflicted by the Teutonic arms upon of arable lands. Some, old as the philosopher of Glencairn, toll on contently, whatever their lot.

> Mr. Choker's memory for figures is good. In 1890, when he was Chamberlain and Boss, the Irish born population of the city was 190,000, and considering the sons of Irish immi-30,000 active men of Irish birth or blood who followed the flag of Tammany Hall. At that period the Ger- again the place of meeting. Cuba mans and the Irish loomed above all other immigrants. That year there advantage of priority in establishing a were only 48,000 persons of Russian claim; President Menocal has already birth in New York. Twenty years later the numbers of these had in push the project and plan for the procreased tenfold. The story of Italian immigration is the same, with the in-

still regarded by many sceptics as The numbers of the Irish born New

Reports of the Pasteur Institute of to 820,000. The Irish rush begun in

What Mr. CROKER might have won dered at was the hold which the Irish have kept on the district leaderships of Tammany Hall. In the last ten years, despite the great advance of the Jews in political life, they have gained only three leaderships. What is more remarkable, the Italians have not gained any at all. Of the thirtyone leaders in New York county there are four of Jewish, one of German and twenty-six of Irish extraction. In The Bronx list of leaders there is o dilution at all.

Although the leaders of Celtic blood have held jealously to their leaderships, they have recognized the rising races in nominations for office. The Rowery district, which once sent a names a Katz, a Coggey nominates a GOLDBERG. The German is remembered also: AHEARN's Assemblyman s SCHIMMEL, CURRY'S IS STRAUB. On the upper East Side, where once the Hon. JIM FRANKEY was leader and Senator too, a Jew now is leader, an Italian Senator: but that is an exceptional case. The men who rule Fourteenth street are MURPHY, Fo-LEY and McAvoy.

The Irish are "pretty lively" yet, as Mr. CROKER may suspect. They are as good as ever, even if they do not seem to be so frequent. It is quite possible that Tammany Hall is not as attractive to them as it was in the days of KELLY and the early days of CROKER. The old Boss probably was thinking of the day when, in a city of 270,000 voters, Gilbor got a majority of 75,000.

Lowell Gets Even With Whistler.

Lowell, Massachusetts, has decided to break with JAMES ABBOTT MCNEILL Westerner. It will not name its pullic park after him. He repudiated Lowell as his birthplace and his name and memory may take care of themselves so far as the city fathers of Lowell are concerned.

It is quite well established that Whistler never once referred to "dear old Lowell." He insisted that an artist had a right to choose his birthplace and he would not choose Lowell. In biographical sketches to which he contributed be omitted all mention of his birthplace; but encyclopædic blographers assigned him to Lowell and added another detail of his life, that was equally irritating in his later years, the date, July 10, 1834.

Had be lived be might have said an interesting matter of controversy the gentle art of making enemies he was also versed in the fine art of IAM EDEN, whose wife's portrait he in the same race, Blarney. painted and refused to deliver; Mr. FREDERICK LEYLAND, whose portrait he painted as a devil with hoofs and horns; and Ruskin, against whom he brought suit for denouncing his noc turnes as "a pot of paint flung in the public face."

He had a keen wit, a sharp tongue, a bitter humor, and a knack of saying

ter his death to avenge itself? But is the joke on Lowell or on

WHISTLER? Cuba's Olympian Aspirations.

Havana wants to entertain the athletes of the world in the Olympic in this country. But while Mr. Gare games of 1920, and it is said that BETSON is so boldly proclaiming what Baron PIERRE DE COUBERTIN, prime the railway men would do under every mover in the establishment of the will find that she knows how to ride. modern quadreunial meetings and March 11, 1867. present head of the International Olympic Committee, is favorably in- youngest please the most.-Degember 9. clined toward the Cuban ambition, 1868

> There will of course be no Olympic games this year. The meetings have less .- April 16, 1869. been held at Athens in 1896; Paris. 1900; St. Louis, 1904; London, 1908, and Stockholm, 1912. In "all event" scoring European nations have always excelled. In track and field scoring one can afford.-May 22, 1869. this country, which has made no atvictorious. It is greatly to be desired that when the series is resumed the powerfully all the way through the

In the present state of Europe athletics is not a highly considered part nent took up arms, and not a few est in sports is restored there will be few of the old familiar names on the entry list from the other side of the lie schools who was never ill one day Atlantic Ocean.

The Cubans are looking ahead. It is impossible to reproach them for their foresight. The peoples will return to their normal interests and ocnext Olympics occur, fairly time for this is partly the cause of sickness. the Western Hemisphere to supply means, plainly enough, to enjoy the appointed a citizens' committee to vision of a suitable stadium.

But Cuba may expect earnest oppo sition. The United States will not permit the honor to go by default, and it will be surprising if South America does not put in a strongly supported claim.

It is as painful as futile for respectable gentlemen to keep that Cali-

mortality from the bites of mad dogs. while the Jews and the Italians rose fornia question burning. Agree that Governor HI JOHNSON was so absorbed trying to elect Judge Hughes that he only got for himself a measly major-ity of 300,000, whereas if he had selfishly exerted any effort in his own behalf he would have received a unanimous vote, including the Hon. De Young's, and let it go at that.

> In the presence of the H. C. L. it was practical economy for the Paterson priest to ban the throwing of rice after the newly wed. Throw Pearls,

Chief HEALET of the Chicago police has suffered fracture of both thighs. both legs, his right arm, four ribs, a collarbone, his nose and four fingers of his right hand, his left shoulder and forearm have been dislocated and his right wrist has been shattered by a SULLIVAN OF AN OLIVER to the Assem- and razors and clubbed so frequently bly, now sends a BARRA. A HAGAN he does not pretend to have kept track of the incidents. War can have no terrors for a man of his education.

> Present negotiations for an international boxing match are amusing. Tactics in the ring are tame the strategy of promoters.

WALTER H. WHEELER, who won the Corps at Verdun, will lead Harvard football field in 1917. Captain GATES of Yale would do mighty well to

Mind your own business .- Germany to Will the same thing be said to Holland, which also has protested against

the enslavement of the Belgians?

The Cologne Gazette observes that England's selection of a new Cabinet lemonstrates LLOYD GEORGE's intention to become a thorough reformer." new Premier has never been anything else. England expects him to do his duty as a reformer of archaic methods of conducting the war.

During the excitement M. BRIZO grasped a water glass which stood be fore him and threw it at the heads of the Deputies in a semicircle before the retary's desk.—Paris despatch.

M, BRIZON's time is wasted in the Chamber of Deputies. His place is in the trenches with an armful of bombs

In England there is a soldier who using the subway. report that the old hero Jorres will on the western front. The name of the Englishman is JOHN DENTON PINK- dine accommodations, I notice that the Chief of the Expeditionary Forces in with the First One Hundred Thousand something on the subject and found he was "scrapped," but set about reorganizing and training the home in the attitude of Lowell. If he knew army. He has made a fine job of it.

An entry in the first race at Juarez conducting a controversy. In proof yesterday was O Tis True. El Paso of this was his passage with Sir Will. probably elected to play another entry

SOME BISMARCK MAXIMS.

Taken From the Iron Chancellor's Parliamentary Speeches. From THE SUN of February 13, 1871.

shirt to my coat .- January 22, 1864. things that the whole world enjoyed only with the bayonet in our European Parties and castes are mutable. They

The Kings of Prussia have never been preeminently the Kings of the

rich.-February 15, 1865 Whoever makes the most promises is apt to carry the election .- June 1, 1865. All classes do a little smuggling, especially the women.-June 1, 1865. A great country cannot be governed

by partisans .- January 15, 1867. Governments are like women-the

But the committee will not meet again ing of the fruit by holding a lamp

Centralization is tyranny, more Whoever carries the money bag the people's master,-April 26, 1869. Every country knows that peace and security rest in the sword .- May 22, 1869. of \$2.44. Liberty is a luxury which not every

People are a great deal more lavish tempt at honors in the gymnastic and when they pay out of a common similar contests, has been uniformly treasury than when they pay out of their own pockets.-June 2, 1871.

United States shall be represented ARE THE SCHOOLS CLEAN?

Are Not Properly Cared For.

TO THE EDITOR OF THE SUN-Sir: As of the business of life. Many, prob- the Board of Education makes an ex- en's and men's shoes, which when figably a large majority, of the best amination at certain intervals of all athletes of England and the Contiand in such cases where a child has had any illness an examination is made of have fallen or been wounded. Not said child before it is allowed to return soon after the return of peace will the to school, would it not be well if the survivors be eager for the battles of same close scrutiny were given to the the athletic field. When active inter- cleanliness of the schoolroom, especially the seats and desks, which this child I have a little girl attending the pub-

until attending these schools. For the dusty and soiled her dress and underwear are on Monday afternoons, as though she had worn them all week rather than a day. Can't something be cupations; and it will be, when the done to protect the children? I believe

THE CLOSED WINDOW.

It Is Not Opened Because of the Bar-

barism of Neighbors.

NEW YORK, December 9.

TO THE EDITOR OF THE SUN-Sir: Why do so many people living in New York apartments keep their windows closed not only in the daytime but at night? Because their neighbors are dirty shake their rugs, bedding and floor noise in other apartments is another

reason why we have to keep our windows closed. NEW YORK, December 12.

AN UNPAID DOMESTIC.

Shy to Ask for Her Money, She In Reduced to Despair.

THE EDITOR OF THE SUN-Sir. wish some one could inform me why some employers do not pay their domeshave worked for four months and not an old father who is a cripple and pay a woman who looks after him. Lately had to draw \$75 from my little savings in the bank to pay the rent, get in coal to force down the price of fresh eggs. for the winter and buy some warm clothing for father. Now Christmas is oming and I made a pledge three nonths ago to give \$30 to the church belong to. My employer has plenty

of money, but all I have is 80 cent Some may say I should ask for the to do that as if I was told to set o my best friend's house. Why are we, the domestics, not paid every Saturday night like girls who work in shops tearned vacation annually, and finally, girl would stay longer in a place if the Once I worked in Boston, and in that amily the boss always came out on Saturday night with a cheerful smile and handed us our wages. I was able

American girls to go into domestic work. Catch them! They want their money and want it quick. If there is one thing rench Croix de Guerre for bravery as I hold against my parents it is that they member of the American Ambulance would not give me an education, but is all right and I am glad I can do it. take extra precautions to defend his by every one. When you enter that you must lose your soul. You are just a piece of machinery. You have no no mind for cultivating. We all know that there are many who act foolish and rude in the domestic line, even using ndecent language, screaming, &c., but they are not an example of all the est, smart, willing girls we meet.

I hope those great men who mark the pattern of an eight hour law will also make it a law that domestics get paid weekly. What shall I do? I am NEW YORK, December 11.

A SUBWAY SUGGESTION. Use Both Express Tracks in

Same Direction in Rush Hours. TO THE EDITOR OF THE SUN-Sir: read with interest your editorial article commenting upon the fact that a great many people use the subway who avail themselves of the travelling privileges of the elevated railroads.

I sincerely hope your article will, to people and so help reduce the number

Each morning while standing on the platform of the Seventy-second street withdrawn from active circulation station of the subway awaiting my morning football rush and later my saruptown express trains are only partly full, each car apparently containing not more than twenty or thirty people. Would it not be possible for the subway to use both express tracks for downtown trains in the morning, say

from 8 until 9:30, repeating this same operation by using both express tracks or uptown trains in the afternoon, say rom 4:30 to 6:30? This would practically cut the crowd using the downtown express trains in half, giving fairly decent accommod tions to hundreds of thousands of people and inconveniencing only a few hundred

There might of course arise some difficulties at the subway terminals, but with a little effort on the part of the executives of this road it seems to me this part of the problem could readily

who use express trains going in the

The crowding on the downtown express trains and in fact the local trains also between 8 A. M. and 9:30 A. M. and the crowding of similar trains goi in the opposite direction from 4:30 P. M

on the public. Theatres sometimes advertise "standing room only." The subway should have signs at each station during certain hours that "standing room such as would be required by cranes is all this New York, December 12.

THE COST OF SHOES.

Quotation of Low Average Wholesale Prices Is Called Misleading.

TO THE EDITOR OF THE SUN-SIT: The letter by Mr. Warren on the "Price of the thirteen concerns quoted by Mr Warren half of them manufacture s averaging \$1, \$1.25 and \$1.50 and up wholesale, which lines are considered to be cheap grades and have considerable to do with the average cost

Thus the average person who does not know shoes will have the impression that the shoes which they bushould not cost the retailer more than \$2.44 a pair, and that the difference between \$2.44 and the retail price of pos-

sibly \$5 to \$8 is profit. There is no question in regard to the authenticity of the statement that the average wholesale price is \$2.44, but the A Parent Who Believes the Rooms average person who reads the article will not understand that this average ured together will produce a low aver age cost.

I have just been to Boston and the leather condition is very serious. It is not a question now of high prices, but the problem is whether the wholesalec will get shoes to supply the retailer's wants for the spring season. There is a scarcity of certain leathers, for instance black vict kid. This

kind of stock two years ago was a drug on the market and could have been bought at your own price. The manufacturers are refusing They will only sell shoes from ders. stock which they have on hand, as it is

impossible for them to give a price on future deliveries. had an interview with one of the women's shoes and he lays the blame on the packers and says that if an embargo is placed on leather we will have enough for our own wants and the tanand Russia pay the high prices so must the United States, as the above coun-

tries will take all the leather that the

The prices of to-day on nearly 100 per cent, more than they were a year ago, and by January 1 will be much higher. IKE ROSENBAUM. NEW YORK, December 12.

Parmer—These are the cone. City Child—Which one does the janito make you take from?

tanners have.

THE EGG MAN TURNS. Catalogue of His Woes and H

Opinion of City Housewives. TO THE EDITOR OF THE SUN-SIT: be true that men who gathered together great quantities of eggs last sum public to pay an exorbitant price for their wares, then I have nothing to urge

against a boycott whose purpose is to frustrate the cold storage plotters. If, aware of existing conditions and that | change, however, has come about durtheir activities if successful will result merely in driving all poultrymen out of

The seemingly high price of fresh eggs s due to a number of causes, of which the following may be especially noted: The cost of labor, of material and of poultry food, the stubborn insistence of the hen that she must have a well average city housekeeper.

To-day I am paying my farm help practically double the wages that they received two years ago. The lumber and handed us our wages. I was able on my place last summer consisted of the save money then.

People scribble about the chances for the purpose. Yet the building cost considerably more than a far more pretentious building would have cost two years ago.

At this season the fowls of last year' hatch have not finished moulting and suade them to resume their duties before January or February, while the fowls of this year's hatch are just beginning to lay and will not assume their duties in full before late December o January.

be fed to her, I am paying \$2.35 a bushel for wheat to-day, \$1.30 for corn and 75 cents for clipped oats, as con trasted with last year's price of \$1.50. longer Western grain growers continue longer speculators are permitted to corthe markets, the higher the price we Eastern poultrymen must pay for poultry food.

And now for the city housekeeper Next summer, when the price of eggs is low, she should put down a large number of eggs in water glass. These eggs will not be first class for table purposes, but they will prove as good as any for cooking purposes and as good as many "fresh" eggs now offered for sale. The city housekeeper, howprefers to attend the theatres and the novies until some one tells her that she is being deeply wronged. Then she and her friends call a meeting and agree that every one is to blame save them

selves. Financiers, speculators and manufaturers have made millions during the wages increased. The Eastern dairy man, after being driven into the corner, has finally succeeded by fighting in obtaining a small portion of what poorer to-day than ever before. him there is no profit in the "sevent cent eggs." So high is the price of poultry food that I am seriously thinking of disposing of my old birds and of keep-

ing only this year's hatch. If the boycott is against fresh eggs there will be no eggs produced in Amer

two years from date.

PACKING FOR EXPORT. Reiterated Warnings From American Consuls to American Merchants.

TO THE EDITOR OF THE SUN-SIT! AMER. of Corsuls spend many hours in preparing reports of trade conditions in their several districts for the use and benefit of manufacturers in this counotherwise unavailable, results in the opening of new markets for American supplies. The demand for these goods would heed the Consuls' warnings as to the manner in which stuff is to be

packed for export. Some months ago a Chinese firm threatened to discontinue the importation of wares from this country if they

were not packed more securely. From Nicaragua comes the complaint that the tin cases in which our goods are contained are too frail and that pasteboard cartons are not practical for

A report from Japan says that steel bars imported from the United States were found to be cracked and marked large part of low priced children's short in delivery. The Japanese Government recently condemned 4,000 cases of American dynamite because it did not conwas imported was of an inferior quality.

These are only a few of many warnngs that our Consuls send he these times, when the country has the opportunity to become the chief supplier of the world's needs, this question of better packing becomes of paramount importance to every American exporter. Let American packing cases become oban import business.

COMMERCE REPORT. New York, December 11

The Jall and the Cemetery at Havana.

editorial article "Cuba and the American Tourist" in THE SUN of December most salient of the many errors in Mrs. Mary Roberts Rinehart's article could have escaped attention. One is her assurance that she found the Cuban naoners"; the other, that it is not possible to purchase a permanent resting place for the dead in Havana. It would b equally absurd for a foreign visitor to prison was full of political prisoners and that it was impossible to obtain title to a grave in Green-Wood. The price of a grave in perpetuity in the great Colon of no moment compared with the state largest of the shoe manufacturers of ment of the character of the population of the national penitentiary. not a single political prisoner in Cuba the end of the Spanish domination, now ners would not demand the prices from nearly twenty years ago, with the exception of the brief detention of a few conspirators against President Palma in negroes during the so-called black rebellion about five years ago. This amazing allegation of Mrs. Rinehart's conveys the imputation that Cuba is in the same class with such "convulsive" republics as Mexico and Nicarakua, than which nothing could be further from the truth nor more calculated to excite the indignation of Cubana and all JOHN RANDOLPH CALDWELL HAVANA, December 7.

A SURVEY OF SOME BUSINESS OPPOR TUNITIES IN FOREIGN FIELDS.

The Opportunity in Export Trade Now Open to Americans Viewed as One of the Epochal Pioneering Periods.

the United States were derived from its grain fields, its mineral deposits and its cotton plantations. A great ing the past twenty-five years, in which time our country has changed to a nation engaged largely in manufacturing.

It is no longer a debatable question that the United States is at the monent entering a distinctly new large sphere in its relations with the world, regardless of the outcome of the European war. Up to the beginning of this war our growth in foreign | Canal has of course greatly lessened trade was steady but gradual—increas ing, however, to the extent that exporters were watching it and exportwere recognizing the future along was being transacted so quietly that until the outbreak of the war it attracted little outside attention. fact is that most business men were so wrapped up in their own domestic markets that they failed to perceive the contractors, manufacturers and bustwonderful opportunities in foreign ness men in general go after trade of ountries

While our population has increased ciently rapid to keep pace with the fast growing output of our factories. It is a known fact that with our present how foreign trade should be supposed capacity we could right now produce fully established. By people who have tity of manufactured materials to last eign trade is thought to be under us in our country a full year. At the moment the business which is coming to us because of the European war is but in order to keep our mills and factories working continuously on a uniform production after the essential that we build up a foreign outlet for our surplus manufactured articles, and financial and commercial nen are realizing the opportunities in this direction

It is interesting to note that our exportations of manufactured products had been slowly developing over a long period when suddenly and without warning came the European war. Temporarily the commerce of the world was stunned. In the United States, however, a partial recovery at once certain manufactured articles which we could make, and which they formerly manufactured and consume in times of peace. The great exportpast two years. Labor has had its give up their own foreign business for the time, and new customers came to us from all over the world for manufactured goods which they had previously bought in Europe. Th sult has been to carry forward the within a period of two years to a point which it would normally have reached Within one year after the outbreak

> of the war we assumed the 30, 1914, amounted to two and a half billions of dollars, and this same fig- dising methods and who have the 1916, reached a total of four and a practices and local conditions. clearly the significance of these figures, it is interesting to note that England's largest total for any one England held the export leadership of the world, did not equal quite three in view of these conditions, the financial centre of the world has shifted from London to New York.

So much publicity has been given assist the financing of our able increase in our exports is due ever, is not so. Our large exporting and to participate in the developme houses have during the past year de- of foreign industrial enterprises voted their energies to the development of a commercial business which would formation of new trading and mercaextend over a long period, rather than tile companies. Thus foremost has devoting all their energies to munition orders extending over comparatively of the largest exporting houses in to hold and increase foreign trade att-America is to-day 85 per cent. com- the war.

mercial. European nations now at war. Fig- concerns now getting their first t ures show now that during the past two years we have been able in addition to increase greatly our exporta- sending capable salesmen about tions to countries formerly supplied establish their business along part by the warring nations, as well as to nent lines trate: during the past two years our ties. exports to Latin America have in- riods in the development of Austi creased 53 per cent.; to Asia 45 per

tion, Russia, a country of 180,000,000 people, extending over an area three they became common property ing various products which we manu- movement which opened up the facture in quantities. Prior to the of the West, men who answere war this Russian business was domi- call of the agricultural developnated by German merchants and bank- in the middle West, who con To the Editor of The Sun-Sir: Your ers who produced goods in their own country and sold them throughout the sudden rise in land lished in important cities. Thus Rus- '80s, sia was formerly almost entirely de- saw the possibilities of the activities pendent upon German business men for most of her supplies. She now need many of her crude materials, and seems only natural that Russia should be obliged to turn to America. Consider China, with its untold natural wealth in minerals, foodstuffs, its raw materials for textile manufac- right now presented by opposit ture; with all its possibilities, advan- in foreign fields. tages and tremendous purchasing THE SCISSOR LEGS.

TO THE EDITOR OF THE SUN-SIT:

way cars he has become intolerable.

Fortunately the man opposite is usu-

ally a gentleman, or what would happen

legs, forming a hurdle all would have

The Combination

Knicker-What is the combination the

ANOTHER SUPPERED

to jump in passing through the car?

egged hog is more difficult.

NEW YORK, December 12.

Bocker-Men and a man.

A generation ago the exports from | power, and it seems only logical to assume that there is in China a large volume of business which American manufacturers may successfully sestudy intelligently the needs and the methods of doing business in that country

During recent years we have heard a great deal about undeveloped resources of South America; the richness of her agricultural lands, the wealth of her unexploited mineral deposits, her great acreage capable of pasturing cattle, and in general we have heard of the wonderful business the distance to many South American ports, and it seems up to the business men of our country to take advantage

of the opportunities thus afforded. It is rather difficult to estimate the vast amount of business which we is America should secure from European nations now at war when was has ceased and they commence the necessary rebuilding along business as a nation have, in my opinion, overlooked one of our greatest opportuni-

It is, I believe, well to consider in not made a study of condition-These uninformed persons for that foreign concerns take a long time in paying their bills; that they but a lot of red tape in making out voices, preparing documents, &c. The this country regarding the banding of phase of modern business. There are many concerns which might be building up an attractive foreign business who, on account of their lack of knowledge, are without question overlooking one of the greatest possibilities their business career.

There is nothing mysterious or s cretive in connection with an export ties are sold the world over. The whole thing is simply a straight business proposition. There are of course many angles, many features, in connection from our domestic business, and it for this reason that foreign fields need intelligent study. In my opinion, we are apt many times to overlook the also needs intelligent, careful study In catering to foreign trade, while

some cases it might be of slight ad vantage, it is not necessary for one to speak the language of the country is question. The most successful exper en in foreign departments of on leading exporting business houses at foreign not necessarily linguists. Fundamentrade leadership of the world. Our ex- tally they are business men who appre ports for the fiscal year ending June clate business in its different phase who thoroughly understand merchaure for the fiscal year ending June 30, ability to study intelligently trad-In order to prove conclusively the

our foreign trade is bound to continu to grow it is well to note that bust year before the war, at a time when have come to a definite decision and an backing this decision by the invest ment of hundreds of millions of delars. Some of this money has gone the establishment of branch banks the leading cities of Russia, the F East and South America, in order which have been placed here that it millions of dollars has been subscri is a popular belief that the remark- for the organization of one corporation entirely to war munitions. This, how- investment of American capital abro-

Many millions have gone into t ness men and financiers of American give convincing evidence of their fashort time, and the business of one and confidence in the American abilit

It may be noted that many consti-The bulk of our exports, formerly formerly in the export field are more and at the present time, has gone to than doubling their organizations are of foreign profits are creating

We are living in an age of opport history; each one made the cent.; to Africa 42 per cent, and to prosperous; each period had its segroup of men who were sufficed A foreign field with a tremendous clever to look forward to articular future for business is, without ques- and who saw the advent of new portunities and grasped them who were among the pioneers that section and greatly profit German banks being estab- who entered railroading in the men who only fifteen year industry. Each and every grown the tide of opportunity, and wit foresight appreciated condition fore they were generally know

> rarely has American business forth a richer promise to you of the present generation

In conclusion, it is my late

ARTHUR W. LAWD

MUSH FOR INDIGESTION

They Make a Steeplechase of the Sub-The Curative Powers of Coronical Should Make It Popular. TO THE EDITOT OF THE SUN - ALL

W. A." describes him exactly, and just meal mush is a sovereign remeat this time of crowded street and sub-indigestion. If that doesn't I hope we shall all join soon Barlow's praise of hasty puddies BROOKLYN, December 12.

Referred to the Director of the Mini nan who spreads, but the selfish cross TO THE EDITOR OF THE SUN -too late with the following >

tion respecting the new coin" Suppose we christen, once for aseful half a jit with honored bar rightly call the little one a "sulft P. G. ("b)

NEW YORK, December 11.

overrated and, worse still, as danger. Yorkers grow less and less. In 1900 ous to health and life. This incredu- there were almost as many Irish born lous attitude has served to diminish persons here as the total of Russian the confidence of the public and has Jews and Italians. In the ten years often led to detay or entire neglect, that followed the ranks of the Irish with result of increased suffering and born thinned from 275,000 to 252,000,